

# Combine the Power of LinkedIn Sales Navigator and Outreach



LinkedIn Sales Navigator helps sales teams target the right buyers, understand key insights, and engage with personalized outreach. The Sales Navigator for Outreach integration provides an enhanced experience by interacting with the rich professional data in Sales Navigator, right where you're selling.

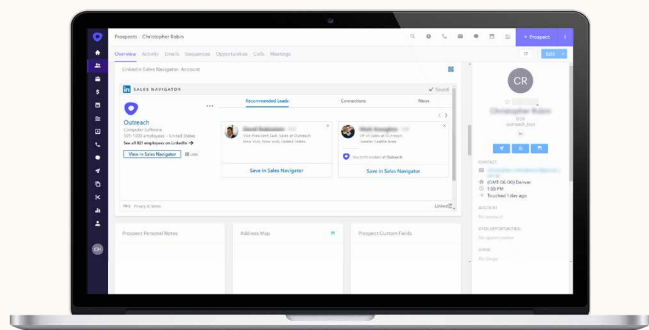
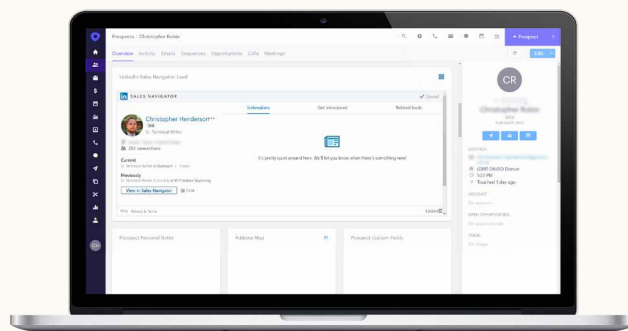
With Outreach for Sales Navigator, you'll gain access to LinkedIn Sales Navigator intelligence tiles: Lead information and Account, while being able to execute LinkedIn Sales Navigator tasks directly from the Outreach Platform.

## LinkedIn Sales Navigator Lead Tile

**Icebreakers:** View shared connections, experiences, and interests.

**Get Introduced:** Ask a mutual connection for an introduction to your prospect.

**Related Leads:** Expand your pool of related prospects or find a new contact at the same company.



## LinkedIn Sales Navigator Account Tile

**Recommended Leads:** Surface additional contacts from target accounts based on LinkedIn recommendations.

**Connections:** Find new contacts within your network who can help you get a foot in the door with target accounts.

**News:** Access company news and recent employee LinkedIn posts to personalize every sales touch.

## LinkedIn Sales Navigator Tasks

**Sales Tasks:** Add 5 new LinkedIn Sales Navigator tasks to your sales playbook and perform one-off tasks or add them to an Outreach sequence.

**Get to work:** Start working on Sales Navigator activities directly in Outreach: Send an InMail, View a Profile, Interact with a Post, and send a Connection Request.

\* Only available on Sales Navigator Team or Enterprise Edition.

Get Started with LinkedIn Sales Navigator for Outreach  
Visit <https://business.linkedin.com/sales-solutions/partners/find-a-partner/outreach>